

Climate Insight Request for Information: Partnership exploration with climate and infrastructure tool owners

Addendum

1. **Is ICLEI Canada interested in developing partnerships with non-pay-based climate and infrastructure tool owners? For instance, could simplified or 'lite' additions of complex tools be offered on Climate Insight?**

The primary purpose of the RFI is to deliver on Climate Insight's mandate to provide high-quality, readily accessible, and easy-to-use tools to users. The RFI was designed to explore partnerships with pay-based climate and infrastructure tool owners, to help address their accessibility limitations. Currently, ICLEI Canada is exploring partnerships with non-pay-based climate and infrastructure tool owners. Interested non-pay-based climate and infrastructure tool owners are welcome to submit a response to the RFI, or reach out to express their interest via info@climateinsight.ca

2. **Do you have a rough budget estimate?**

No, we cannot provide a rough budget estimate. ICLEI Canada has resources to cover the costs of the development and translation of the freemium tools. However, we will need to work collaboratively with the tool owners to determine what can be supported by the Climate Insight development team, and what needs to be supported by the tool owners' development teams. These steps will be explored further after the RFI process.

3. **What is the timeline for implementation?**

The timeline for implementation spans until March 31, 2028, with new functional/feature releases issued at six-month intervals (October 2025, April 2026, etc.).

4. **We offer our products as Software-as-a-Service (SaaS), which involves a recurring/subscription fee that covers hosting, maintenance/updates and technical support. Will it be an issue for ICLEI Canada to cover this recurring cost of the freemium tool?**

The freemium tool that is created through this partnership will be made available at no cost to all Climate Insight users. The freemium tool cannot be limited access through fees, subscription, or any other expense, paid by the user, ICLEI Canada, or any other party. We

cannot envision how a software-as-a-service model could be applied in the freemium tool while meeting the partnership conditions.

5. Will we retain the rights to initiate marketing efforts of the freemium tool (we're of course open to joint marketing activities as well)?

ICLEI Canada and the premium tool owner will each have rights to initiate marketing efforts for the freemium tool, as will the variety of partners involved in Climate Insight.

6. Alignment with PCP Program: How does Climate Insight align with the Partners for Climate Protection (PCP) program? Is ICLEI Canada searching for synergies across these key initiatives? What is the overlap of PCP participants and Climate Insight users

There is no formal relationship between PCP and Climate Insight. PCP is a program run by ICLEI Canada and FCM, with assistance from the Green Municipal Fund, a Fund financed by the Government of Canada. Climate Insight is part of the Climate Toolkit for Housing and Infrastructure—a suite of free tools, resources, and support services from Housing, Infrastructure, and Communities Canada. That said, both initiatives provide support to municipalities across Canada. The overlap of PCP participants and Climate Insight users is not data that is tracked by either initiative, but it can be assumed there is a heavy and complimentary overlap in their user base.

7. Relationship with Existing ICLEI Canada Tools (e.g., BARC): What relationship does ICLEI Canada envisage for the freemium version of the tool with existing tools such as the Building Adaptive & Resilient Communities (BARC) tool? E.g., Will the user group of such tools be guided to the freemium tool?

There is no formal relationship between BARC and Climate Insight. BARC is a national program for municipalities focused on resilience and adaptation, with many resources, including the BARC Tool. Climate Insight is part of the Climate Toolkit for Housing and Infrastructure—a suite of free tools, resources, and support services from Housing, Infrastructure, and Communities Canada. BARC users are guided to Climate Insight where appropriate, such as in the upcoming rapid risk assessment tool.

8. Collaboration with Data Providers: Does ICLEI Canada and/or Climate Insight already collaborate or have planned collaborations with Canadian data providers? E.g., for energy and activity-based data in municipalities.

Climate Insight is currently collaborating with the following data providers:

- *Statistics Canada*
 - o *Index of Multiple Deprivations*
 - o *Open Database of Infrastructure*
 - o *Canadian Bikeway Comfort and Safety metrics (Can-BICS)*
- *Canadian Centre for Climate Services*

And we're currently working with Efficiency Canada on data for the mapping of energy poverty. Through the partnerships developed through this RFI we can explore more data provider partners, as appropriate.

9. **Positioning and Promotion within Climate Insight: How will ICLEI Canada ensure that municipalities are guided specifically to the freemium tool out of the suite of 88 free tools currently listed in Climate Insight? Will the freemium tool be the only one of its category included in the Climate Insight tool?**

The 88 tools currently profiled on Climate Insight include only a write-up with the Climate Insight Library. Users can find them by navigating through the Solutions Finder or scanning the Library. The freemium tools developed through this RFI will be embedded tools, similar to Climate Insight's maps, baseline emissions calculator, or the upcoming rapid risk assessment tool. Therefore, the freemium tools will be profiled at a much higher rate than those listed in the Library.

10. **Training and Support for Municipalities: Will ICLEI Canada provide experts – through its team or via a third-party consultant – to support in the training and ongoing support of municipalities using the freemium platform?**

ICLEI Canada staff provide expert training on all components of the Climate Insight Platform. We will explore how this can be done with future freemium tool partners.

11. **Anticipated User Base and Pilot Cohort: How many users does ICLEI Canada anticipate for the freemium tool and is there already an established cohort of pilot municipalities?**

Climate Insight is a one-to-many solution for communities, available free online. There are no Climate Insight cohorts. Once a partnership is established with freemium tool partners, and the freemium tools are created, data on page visits/views can be shared.

12. **Development Resources and Timeline: What are the resources available for the development and translation costs associated with the freemium tool and what is the timeline for development and launch?**

ICLEI Canada has resources to cover the costs of the development and translation of the freemium tools, however we cannot elaborate in more detail at this time. We will need to work collaboratively with the tool owners to determine what can be supported by the Climate Insight development team, and what needs to be supported by the tool owners' development teams. These steps will be explored further after the RFI process. The timeline spans until March 31, 2028, with new functional/feature releases issued at six-month intervals (October 2025, April 2026, etc.).